

Message Text

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ACTION EB-07

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FM AMEMBASSY DAMASCUS

TO USDOC WASHDC

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UNCLAS DAMASCUS 4385

E.O. 11652: N/A

TAGS: BDIS, BEXP, SY

SUBJ: COMMERCIAL CHECK ON U.S. FIRMS

REF: DAMASCUS MEMCON 6/11/75, BRUCE/WRIGHT

1. ACTIVE SYRIAN BUSINESSMAN HAS REQUESTED OUR ASSISTANCE IN PROVIDING COMMERCIAL BACKGROUND CHECKS ON FIRMS NOTED BELOW GIVEN OPPORTUNITIES FOR GOOD ORDERS FROM SYRIAN GOVERNMENT AGENCIES. SYRIAN HOPES FOR RESPONSE ASAP AND WE WOULD APPRECIATE USDOC ASSISTANCE.

A. SILENT SENTRY, INC., 724 WEST 14TH ST., LONG BEACH, CALIF., 90813, TEL 213/436-4247; CHARLES A. BRUCE, REP. BRUCE HAS VISITED EMBASSY IN JUNE (REF MEMCON) AND OCTOBER, DESCRIBING ATTEMPTS OF HIS FIRM TO SELL TELCOMM CABLE. HIS FIRM ALSO KNOWN AS RADCOMM INC., SAME ADDRESS. CHAIRMAN OF SILENT SENTRY, INC. SAID TO BE GEN. CLIFFORD STRIKE, RET. SYRIANS REPORTEDLY ORDERED 1/2 TON (5 KM) OF KTTG TELCOMM CABLE AS A TEST, WITH FOLLOW UP ORDER OF 500 KM. PROMISED (WORTH CA. \$1.4 MILLION); BRUCE REPORTEDLY PROMISED AIR FREIGHT OF TEST ORDER AND SYRIANS SAID TO BE CONCERNED RE NONDELIVERY SO FAR. BESIE COMMERCIAL BACKGROUND INFO., WOULD APPRECIATE FIRM'S REPORT ON STATUS OF TEST SHIPMENT.

B. VIRGINIA TRACTOR COMPANY, CATERPILLAR DEALER, 1901 WESTWOOD AVE., RICHMOND, VA. 23261; TEL 804/353-2701; PATRICK M. MCGOVERN, SALES ENG., ENGINE DIV. MINISTRY ELECTRICITY SAID TO BE INTERESTED IN PURCHASING FROM THIS FIRM TWO DIESEL UNCLASSIFIED

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POWER PLANTS, 1 TO 2 MW EACH, TOTAL VALUE BETWEEN \$274,000

AND \$1.1 MILLION, FOR USE IN RURAL ELECTRIFICATION NEAR
LARGE TOWNS SUCH AS HOMS AND LATAKIA. MCGOVERN ALSO WORKING
ON LARGE TRACTOR SALES OPPORTUNITIES TO MINISTRY
OF COMMUNICATIONS. HIS FIRM REPORTED TO BE SECOND
LARGEST U.S. CATERPILLAR DEALER. U.S. NEW YORK CONTRACTOR
TRACTOR BROKDER JAMES COMYNS (11/3 MEMO TO NEA/ARN AND CAGNE)
SAYS HE WORKING WITH MCGOVERN ON TRACTOR SALES AFTER RECENT
SUCCESSFUL COMYNS \$1.45 MILLION SALE OF D8'S AND D9'S
(THREE EACH) TO ENGINEERING DIV., SYRIAN ARMY; COMYNS SAYS
HE NOW WORKING ON SALE OF 12 MORE UNITS TO ARMY.

2. COMYNS ALSO SUBJECT OF USDOC 7248, MAY 13, 1974.
GIVEN KEEN INTEREST OF MINISTRY OF COMMUNICATIONS IN D8K
AND D9H SIZE TRACTORS (50 EACH), REQUEST USDOC PROVIDE US
WITH LIST OF EXPERIENCED U.S. SUPPLIERS AS SUGGESTED PARA 2
USDOC 7248.
PELLETREAU

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